

INTRODUCTION

Custom Energy, LLC (CE) would like to present its outstanding capabilities to develop comprehensive energy efficiency programs for Commonwealth Agencies on a statewide basis. CE brings the unique skills of a national ESCO with a local presence and expertise in Energy, Energy Procurement, Engineering, Finance, Construction Management, Energy Performance Management, Training, Monitoring and Verification required to make a Performance Contract of any size or complexity successful.

In evaluating Custom Energy for your project, there are three key areas of differentiation that should be considered:

- ◆ Experience
- ◆ Integrity
- ◆ Open Book Pricing

Experience

Our experience is highlighted by our completion of **over \$175.7 million in facility retrofits with 369 customers** and our recognition as a certified Energy Services Company by the National Association of Energy Service Companies, the United States Department of Energy and the Department of Defense. Moreover, we have participated in State-sponsored performance contracting programs in Kansas, Maryland and Pennsylvania. In Maryland, Custom Energy is one of only two ESCOs to have been selected for all three qualifications-based selections since the program's inception in 1997, and has been ranked either first or second amongst all ESCOs for each solicitation.

Integrity

Our integrity is highlighted by our corporate commitment to develop solutions for customers that meet their needs by providing honest, non-product specific, straightforward counsel and by meeting the commitments that we make to our customers and ourselves. Custom Energy is not affiliated with an equipment or control system manufacturer, nor is it owned by a utility. This independence provides us with the ability to provide unbiased and customized solutions specific to the customers' needs, the flexibility to work with subcontractors and vendors preferred by the customer, and a long-term commitment to the performance contracting industry.

Open-Book Pricing

Our Open-Book Pricing approach is unique in that the owner receives competitive bidding on all phases of the project, reviews the bid results and participates in the selection process for equipment, subcontractors and vendors. Custom Energy's corporate structure and size enables us to offer comprehensive services and tangible guarantees without the large overhead costs associated with product-based and/or utility-owned ESCOs. Moreover, Custom Energy contracts directly with each subcontractor and vendor. This flat-tier construction approach eliminates multiple mark-ups, resulting in the most cost-effective solutions in the industry.


By focusing on these three important points of differentiation, we believe that your organization can receive significant value by choosing Custom Energy as your energy performance contracting partner.


We would be delighted to provide any additional information that you may require. Resumes of key staff members will be forwarded upon request. As our corporate vision states, our goal is to become **Your Energy Partner for the Future Through Delivery of Superior Value Today.**





ATTACHMENT B


ESCO 1 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) SYNOPSIS OF OFFICE RESPONSIBLE FOR CONTRACT																																																																																		
Submitted By (Firm Name): Custom Energy, L.L.C.																																																																																			
Submittal For (Project Title): Services for Energy Performance Contracting (SRM-2002-104)																																																																																			
1) FIRM NAME AND ADDRESS: (office where work will be done) Custom Energy, L.L.C. 9217 Cody Overland Park, KS 66214 TELEPHONE: (800) 356-1239 FAX: (913) 888-5558 FEIN / SSN: 48-1223854		2) YEARS IN BUSINESS a) Under Present name: 5 years b) List other names and years Power Systems Solutions - 5 years																																																																																	
3) NAMES OF PARENT COMPANIES: (if any) Custom Energy, L.L.C. 9217 Cody Overland Park, KS 66214 TELEPHONE: (800) 356-1239 FAX: (913) 888-5558		4) SPECIFY TYPE OF OWNERSHIP: <table style="width: 100%; border: none;"> <tr> <td style="width: 50px; text-align: center;"><input type="checkbox"/></td> <td>Sole Proprietor</td> <td style="width: 50px; text-align: center;"><input type="checkbox"/></td> <td>MBE</td> </tr> <tr> <td style="text-align: center;"><input type="checkbox"/></td> <td>Partnership</td> <td style="text-align: center;"><input type="checkbox"/></td> <td>SBE</td> </tr> <tr> <td style="text-align: center;"><input type="checkbox"/></td> <td>Professional Corp.</td> <td style="text-align: center;"><input type="checkbox"/></td> <td>WBE</td> </tr> <tr> <td style="text-align: center;"><input type="checkbox"/></td> <td>Corporation</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td>LLC</td> </tr> </table> Virginia Certificate of Authority Dated: _____		<input type="checkbox"/>	Sole Proprietor	<input type="checkbox"/>	MBE	<input type="checkbox"/>	Partnership	<input type="checkbox"/>	SBE	<input type="checkbox"/>	Professional Corp.	<input type="checkbox"/>	WBE	<input type="checkbox"/>	Corporation	<input checked="" type="checkbox"/>	LLC																																																																
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5) NAMES OF NOT MORE THAN TWO PRINCIPALS TO CONTACT: (Title, e-mail, and Phone Number) Buddy Hahs, President (800) 356-1239 buddyh@customenergy.com																																																																																			
6) PROPOSED CONSULTANTS OR OTHER OFFICES PROVIDING SERVICES: <table style="width: 100%; border: none;"> <thead> <tr> <th style="text-align: left;"><u>FIRM NAME</u></th> <th style="text-align: left;"><u>FUNCTION / RESPONSIBILITY</u></th> <th style="text-align: left;"><u>WORKED WITH PRIME BEFORE?</u></th> </tr> </thead> <tbody> <tr> <td>Custom Energy - DC/MD/VA Office</td> <td>Regional office serving Mid-Atlantic area</td> <td>Yes</td> </tr> <tr> <td>Custom Energy Construction, LLC</td> <td>Construction management and estimating</td> <td>Yes</td> </tr> <tr> <td>J.E. Dunn Construction</td> <td>Joint venture partner</td> <td>Yes</td> </tr> </tbody> </table> (Attach Firm Data Form ESCO-2 for each consultant or other office)				<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>	Custom Energy - DC/MD/VA Office	Regional office serving Mid-Atlantic area	Yes	Custom Energy Construction, LLC	Construction management and estimating	Yes	J.E. Dunn Construction	Joint venture partner	Yes																																																																				
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ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (SRM-2002-104)		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Kevin M. DiGirolamo, Lighting Specialist TYPICAL DUTY OR ASSIGNMENT: Manages lighting projects from start to finish. Performs both preliminary and comprehensive energy audits, then determines the energy cost savings potential. Oversees lighting project installation and manages its budget.		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: 20 years TOTAL EXPERIENCE 3 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Four-year Apprentice Program as a Journeyman Electrician through the International Brotherhood of Electrical Workers, 1986		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Over twenty years experience in the electrical construction and maintenance fields and an emphasis on light industrial applications (i.e. schools and universities, hospitals and office buildings.) His background is comprised of proven experience in installation and maintenance of all building systems, including electrical power distribution, security and fire alarm systems, lighting and equipment. Kevin's talents also lie in the installation and maintenance of heating and AC systems, to include several manufacturers' Energy Management Systems (i.e. Siemens, Barber Coleman, Johnson Controls and Honeywell.)		
The foregoing is a statement of fact. Typed name Dayton Hahs and title: President Signature:  Date: December 16, 2002		


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BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Terry Divine, Performance Manager TYPICAL DUTY OR ASSIGNMENT: Provides continuous support and information to our clients throughout the term of their contract, ensuring successful project performance. Serves as a valuable resource for out other offices and their Performance Managers.		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: <u>11 years</u> TOTAL EXPERIENCE <u>4.5 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS Education, Pittsburg State University, 1983		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Responsible for the behavioral training to employees for Custom Energy's Bank One project. This project consists of over 480 individual sites in six states and will result in over \$1,400,000 in savings. He also manages the performance of approximately fifteen separate projects in six states. He ensures that his customers receive quality performance from vendors during the warranty period and beyond. Former Energy Conservation Manager for a large Kansas City Metro Area School District. Performed as Customer Service Manager and Post Installation Manager for an International Energy Service Company. As owner of an energy saving concepts company, Terry provided energy conservation training programs to school districts for over two years. Successfully managed a \$2,100,000 energy budget with energy savings of 24% or \$435,000 throughout twenty-one buildings/campuses. As Captain in the U.S. Army Reserves, Terry developed a logistics program for a new Military Intelligence Battalion. He was in charge of ordering and maintaining a \$350 million inventory of equipment and was responsible for the mobilization of 400 soldiers and their equipment. Terry also commanded an Engineering company and trained over 65 plumbers, electricians, carpenters and HVAC personnel. Member of The Association of Energy Engineers, National Energy Education Development, and Kansas Energy Education Development.		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature: <u></u> and title: President Date: <u>December 16, 2002</u>		


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BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Peter J. Ewart, C.E.M. Business Development Manager TYPICAL DUTY OR ASSIGNMENT: Responsible for fostering and maintaining communications between the customer and Custom Energy's internal technical resources. Oversees financial aspects of each project. Functions as the primary contact with the customer.		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: <u>12 years</u> TOTAL EXPERIENCE <u>2.5 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS Industrial Engineering & Management, Clarkson University, 1990 Graduated with honors.		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Twelve years experience in design, construction, installation and maintenance of industrial process and mechanical systems, including HVAC systems, automated control systems and mechanical power transmission component systems. Experience in performance contracting both as an energy services company employee and as a subcontractor team member. Was the lead person responsible for the development, analysis, design, estimating, proposal preparation, customer contact and negotiation for the Phase IV Energy Performance Contract project at The Catholic University of America. This phase had a total investment of \$2,650,000 with anticipated annual savings in excess of \$400,000. Was the lead person responsible for the development, estimating, proposal preparation, customer contact and negotiation of a sewage-exclusion sub-metering and lighting retrofit project performed for Montgomery County Public Schools, a project which is expected to produce over \$480,000 in annual cost avoidance and has a simple payback of less than three years. Member of American Society of Heating, Refrigeration and Air Conditioning Engineers (ASHRAE) Member of Association of Energy Engineers (AEE), and Association of School Business Officials (ASBO)		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature: <u></u> and title: President Date: <u>December 16, 2002</u>		


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1) NAME AND TITLE: Dayton C. "Buddy" Hahs, President and Chief Operating Officer TYPICAL DUTY OR ASSIGNMENT: Responsible for all operations functions for the company.		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: <u>25+ years</u> TOTAL EXPERIENCE <u>9 Years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS Business Administration, Southeast Missouri State University, 1975 Also has completed substantial work toward his MBA.		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Vast amount of management and practical performance contracting experience. Ten years management experience with Lightolier, a major manufacturer of lighting fixtures and controls. Managed several representative organizations that provided product and construction services to the "high tech" facility support industry. Served as prime contractor for several high technology facilities such as laboratories, clean rooms and data processing centers. Provided management and leadership to countless turnkey construction projects and has been involved in the planning and startup phases of several companies. Formed Darnell Associates (a turnkey construction contracting company) and initiated the partnership between Kansas Power & Light and C & C Associates, Inc. to form Power System Solutions (later becoming Custom Energy). Certified as a surveyor ally by the EPA Green Lights Program. Member of Illuminating Engineering Society of North America, Building Owners & Managers Association, and Kansas City Energy Professionals.		
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1) NAME AND TITLE: David Hansen, P.E., C.E.M. Engineering Manager TYPICAL DUTY OR ASSIGNMENT: Responsible for identifying and recommending appropriate Energy Conservation Measures (ECMs) for our clients. Performs preliminary energy analyses (PEAs) and Comprehensive Energy Audits (CEAs).		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: <u>6 years</u> TOTAL EXPERIENCE <u>1.5 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS Mechanical Engineering, Iowa State University, 1996		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mechanical building systems design and construction experience including HVAC, chilled water, steam and plumbing. His experience includes all stages of engineering design and implementation, from client programming, conceptual design and detail design through construction administration. Created a new billing structure based on measured data for the David Sarnoff Research Center, resulting in improved billing methodology. Performed a PEA for Lakeshore Place, a 2-million square foot combined commercial and residential facility. Member of the American Society of Heating, Refrigeration and Air Conditioning Engineers (ASHRAE)		
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BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Craig Kozlowski, Project Manager TYPICAL DUTY OR ASSIGNMENT:		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: 20+ years TOTAL EXPERIENCE 2.5 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Business Management degree, Monroe Community College		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Director of Buildings and Grounds for Penfield Central School District for 15 years. Oversaw in excess of \$40 million in construction and renovation. One of his projects was an energy saving performance contract which included the first co-generational facility to be built in a public school through such a contract. Experienced in the following: selection of architects and engineers, development of plans and specifications for State Education Department approval, conducting bid openings and working each project successfully through to completion.		
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1) NAME AND TITLE: Jerome E. McKenna, Vice President, Finance TYPICAL DUTY OR ASSIGNMENT: Responsible for all accounting and financial operations. He performs financial analysis of projects and arranges financing sources for customer transactions.		
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3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: 7 years TOTAL EXPERIENCE 7 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Bachelor of Science from Kansas State University		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Certified Public Accountant designation - Kansas and Missouri COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Jerry has served as Vice President and Chief Financial Officer of several firms in the 1980s and 1990s in various industries, including electronics, medical, airline, manufacturing and marketing. He has been responsible for all accounting and financial operations, including risk management, venture capital relations, cash management and cost analysis. He has held responsibility for the formulation of business plans, acquisitions and financial negotiations.		
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1) NAME AND TITLE: Robert P. Miller Jr., P.E., C.E.M. Operations Manager TYPICAL DUTY OR ASSIGNMENT:		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: <u>10.5 years</u> TOTAL EXPERIENCE <u>6.5 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS Architectural Engineering, Kansas State University, 1992		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Licensed Professional Engineer, State of Kansas, 1999 Certified Energy Manager through the Association of Energy Engineers, 1997 COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Responsible for multiple comprehensive energy audits in locations throughout the country covering a wide range of clientele including schools, hospitals, municipalities and office buildings. These audits included field measurement, detailed energy savings calculations and As a Project Manager, Bob has coordinated construction projects, which includes equipment evaluation, ordering and delivery, contractor oversight and maintaining or improving the overall project budget. With his previous employer, Bob was involved in a large project with the State of Minnesota Capital Complex, the City of St. Paul municipalities and the Louisiana National Guard. Bob has been involved in the design, engineering and construction aspects of several Custom Energy projects including: the IRS/NARA facility in Kansas City, Health Midwest facilities, Nevada School District, North Colonie School District, Ballston Spa Central School District, Cleveland Hill Union Free School District and Hickman Mills C-1 Schools.		
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BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Robert Moyer, Northeast Regional Business Development Manager TYPICAL DUTY OR ASSIGNMENT: Responsible for Business Development, P & L Management and Operations Coordination		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: <u>9 years</u> TOTAL EXPERIENCE <u>4 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS Engineering and Management, Clarkson University, 1993		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT As Director of Strategic Planning & Alliances for Strategic Resource Solutions, was responsible for alignment of commercial and industrial divisions to accommodate significant growth (approximately 200% in one year.) Formed and led technical and financial horizontal services groups which supported all SRS Commercial and Industrial vertical markets. As an Account Representative for Honeywell H&BC, Inc. was responsible for all steps in the sales process of a performance contract, from first call to final contract negotiations. Also responsible for performing and leading engineering and system design studies in performance contracts and systems sales accounts, to include HVAC systems and controls, fire and security alarms. Directed in-house construction staff and subcontractors on a \$13 million seven-story parking/retail facility for the Genesee Hospital. Developed computer-driven PERT/CPM model for construction coordination.		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature: <u></u> and title: President Date: <u>December 16, 2002</u>		


ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (SRM-2002-104)		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Kenneth C. Peters, Lighting Manager TYPICAL DUTY OR ASSIGNMENT: Responsible for complete construction grade lighting audits. These audits determine the quantity, type and energy consumption of every fixture in a facility. Develops site-specific lighting solutions. Selects installation crew for project.		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: 14 years TOTAL EXPERIENCE 3 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Associates Degree Electronics, Bryan Institute, 1989 Codes and Calculations class, Florissant Valley Community College, 1995		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Construction Manager on a variety of projects with responsibilities including electrical circuit repair, installation, crew management, and communication with subcontractors. Regularly interacts with the customer to build a satisfying relationship between the client and Custom Energy. Performed as Construction Manager on projects such as McDonalds, Burger King, Conoco convenience stores, and Phillips 66 convenience stores. As a Lighting Auditor, Ken has been involved with projects such as Health Midwest Hospitals (11 hospitals), Hickman Mills School District (14 buildings), and the Shorenstein Realty Services.		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature:  and title: President Date: December 16, 2002		


ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (SRM-2002-104)		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Chris Torline, Energy Engineer TYPICAL DUTY OR ASSIGNMENT: Develops Preliminary Energy Audits (PEA), Comprehensive Energy Audits (CEA), and provides engineering assistance to the Measurement and Verification (M&V) department.		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: 4 years TOTAL EXPERIENCE 4 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: B.S. & M.S. in Architectural Engineering from Kansas State University		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT While at Custom Energy, Chris has been involved in various roles in projects of all different stages. He has worked to develop PEAs, including site walk-throughs, Energy Conservation Measure (ECM) development, and report creation. During the CEA stage of a project, Chris is intimately involved in the detailed audits of a facility. He is responsible for the programming and installation of dataloggers within a facility to monitor equipment operating characteristics, as well as downloading the data and analyzing the results. He works to develop conceptual designs of ECMs, and creates project scopes of works and ECM descriptions. He also designs M&V plans for energy conservation projects to ensure that energy savings are being achieved.		
The foregoing is a statement of fact. Typed name and title: Dayton Hahs President Signature:  Date: December 16, 2002		


ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (SRM-2002-104)		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Timothy D. Unruh, Ph.D., PE, CEM Vice President of Engineering TYPICAL DUTY OR ASSIGNMENT: Trains, mentors and motivates all levels of engineers. Assigns project workloads for performing energy audits, engineering design/analysis, and HVAC/lighting system analysis. Develops/delivers formalized engineering training programs.		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: 14 years TOTAL EXPERIENCE 4 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS, MS, PhD Electrical Engineering, Wichita State University, 1987, 1988, 1992 Additional course work in Marketing, Accounting and Decision Sciences		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Licensed Professional Engineer certification, 1994, Michigan Professional Engineer, Kansas & Illinois 1992 Certified Energy Manager, 1997 COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Directed an energy management company; managed a staff of twenty engineers. Performed numerous facility assessments, project analysis, and provided energy engineering services to large and medium clients. Served as Section Head for a staff of technical professionals where he was responsible for managing all engineering analysis for his group. Responsible for development of engineering services in the area of Power Quality for electric utility customers, where duties included developing courses offered to customers, both within the utility service territory and nationwide on Wiring and Grounding, Harmonics, Basic Power Quality and Power Conditioning. Was a Research Associate in Wichita State University's Electrical Engineering Department where his final project became a portion of EPRI Distribution Power Quality Project, one of the largest monitoring programs undertaken in the United State at that time. He was also a Teaching Fellow in the Electrical Engineering Department where he taught, planned and graded seven different courses. Member of several professional groups including the National Society of Professional Engineers; Association of Energy Engineers; American Society of Heating, Refrigeration and Air-conditioning Engineers; and the Kansas City Energy Professionals.		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature:  and title: President Date: December 16, 2002		


ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (SRM-2002-104)		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Thomas Varghese, P.E., C.E.M., C.D.S.M. Energy Engineer TYPICAL DUTY OR ASSIGNMENT: Conducts energy audits, prepares energy feasibility studies, energy consumption and demand profiles, designs/implements lighting retrofits, HVAC controls, process equipment, fuel substitution, heat recovery, co-generation, etc.		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: Custom Energy		
4) YEARS OF EXPERIENCE: 13 years TOTAL EXPERIENCE 4.5 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS Mechanical Engineering, University of Kerala, India, 1969 MS Mechanical Engineering, Drexel University, Philadelphia, 1972		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Registered Professional Engineer, Ontario, Canada, 1974 Certified Energy Manager, 1998 Certified Demand Side Manager, 1998 COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Involvement in all aspects of performance contracting---design, fabrication, installation and project management. Prepares energy feasibility studies covering identification of energy savings retrofits, cost and benefit estimates, implementation schedules and energy usage including energy consumption and demand profiles. Experienced in the implementation of retrofits for lighting, HVAC, controls, process equipment, fuel substitution, heat recovery, co-generation, building envelope and water conservation. Maintains responsibility for system optimization and linear programming. Has been responsible for audits, feasibility studies to identify energy savings measures and preparation of energy performance contracts. Has designed and implemented retrofits for lighting, HVAC, controls, process equipment, fuel substitution, heat recovery, co-generation, building envelope and water conservation to achieve energy and cost efficiency. Administered an energy conservation program for the Canadian government. Was employed at Honeywell, Inc. in the energy performance contracting field. Was a Research and Training Assistant at Drexel University. Member of the Association of Energy Engineers (AEE), and Tau Beta Pi (Engineering Honor Society).		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature:  and title: President Date: December 16, 2002		


ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (RFP No. SRI		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Dave Barber, Senior Mechanical/Electrical Coordinator TYPICAL DUTY OR ASSIGNMENT: Responsible for M/E estimates, VE studies, design review, quality control of M/E systems and the review of field installations		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: JE Dunn Construction		
4) YEARS OF EXPERIENCE: <u>22 years</u> TOTAL EXPERIENCE <u>7 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BSME – University of Kansas, 1984 MBA – Rockhurst College, 1989		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type PE – Kansas, Missouri and Colorado COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT - Butler County Criminal Justice – 50,000 SF, 3-story county courthouse facility with 280-bed jail - Cass County Criminal Justice Center – 200,000 SF, 4-story justice center with 250 bed jail - Jefferson City Correctional Center – 674,484 SF maximum security prison with 1,996 beds - Leavenworth Justice Center - 172,000 SF new justice center and correctional facility - Liberty Memorial – 170,000 SF renovation of existing structures and restoration of museums and the historic WWI veterans monument; work includes stone restoration, structural modifications and handicap access upgrades - Lyon County Courthouse – new 98,343 SF courthouse with detention cells and tunnel to existing jail - Platte County Law Enforcement Center - 75,000 SF jail addition, and 12,500 SF courthouse remodel - United States Courthouse - 600,000 SF US Courthouse & Federal Building		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature: <u></u> and title: President Date: <u>December 16, 2002</u>		


ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (RFP No. SRI		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Jeff Campbell, Assistant Vice President TYPICAL DUTY OR ASSIGNMENT: Responsible for project manager's and insurers. Daily operations, coordination, process and procedures maintained.		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: JE Dunn Construction		
4) YEARS OF EXPERIENCE: <u>16 years</u> TOTAL EXPERIENCE <u>16 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS - Building Construction and Contracting, Purdue University, 1978		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT <ul style="list-style-type: none"> - Federal Courthouse Kansas City, KS – 275,000 SF with 6 courtrooms, secured parking, US Attorneys. And US Marshall's spaces - Federal Courthouse, Kansas City, MO – all metric, 615,000 SF with 9 courtrooms, secured parking, US Marshall and US Attorney's spaces - Mile High Stadium - 16,000 SF locker rooms and stadium renovations - Missouri State Priso- , Vandalia, MO - 1,200-bed women's priso- facility - Bank of America Financial Operations Center - 320,000 SF complete renovatio- of existing building including central plant, generator, and UPS - Sprint E/Solutions – Denver, Santa Clara and Los Angeles, 406,000 total SF, 2- redundancy, UPS generator, and central plant - State Street Kansas City Data Center - 102,000 SF data center with dual power sources, generators, UPS, and central plants 		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature: <u></u> and title: President Date: <u>December 16, 2002</u>		


ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (RFP No. SRI		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Teresa Campbell, Project Manager TYPICAL DUTY OR ASSIGNMENT: Responsible for all aspects of project administration throughout construction.		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: JE Dunn Construction		
4) YEARS OF EXPERIENCE: <u>5 years</u> TOTAL EXPERIENCE <u>3 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS – Construction Science and Management, Kansas State University, 1996 Missouri Western State College, College of Engineering Technology, 1991 - 1992		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT <ul style="list-style-type: none"> - Barry Middle School - 12,000 SF classroom addition - Bishop Miege High School - remodel of existing basement for media center addition, renovation of mechanical and plumbing systems - Colonial Presbyterian Church – First phase new campus style church - Hickman Mills Burke Elementary School - renovation to meet ADA compliance - Hickman Mills Ingels Elementary School - renovation to meet ADA compliance - Sprint Corporation, ADSC – 100,000 SF, 4-story state-of-the-art system development center built to support Sprint PCS IT, includes individual workspaces, project war rooms, phone rooms, conference rooms, training rooms and breakroom 		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature: <u></u> and title: President Date: <u>December 16, 2002</u>		


ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (RFP No. SRI		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Edward Downey, Electrical Coordinator <input type="checkbox"/> TYPICAL DUTY OR ASSIGNMENT: He will help with budget development; design reviews; bid package development and administration		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: JE Dunn Construction		
4) YEARS OF EXPERIENCE: <u>7 years</u> TOTAL EXPERIENCE <u>1 year</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS-Construction Science and Management, Kansas State University, 1993		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT <ul style="list-style-type: none"> - DST Winchester Data Center – construction coordination, review and commissioning - Independence School District Projects – construction coordination and review - Nelson Atkins Museum of Art – preconstruction services for the addition and renovation - Southwest Missouri State University – construction coordination and review of library - Sprint Campus – preconstruction services and construction review - Sprint E/Solutions Web Hosting Data Center – preconstruction and construction coordination - Sprint PCS Data Center – construction coordination, review and commissioning - United States Postal Service Processing and Distribution Center – preconstruction services - Utilicorp at the Town Pavilion Data Center – construction coordination and review 		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature: <u></u> and title: President Date: <u>December 16, 2002</u>		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (RFP No. SRI		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Lou Hilker, <input type="checkbox"/> Senior Vice President TYPICAL DUTY OR ASSIGNMENT: Management Oversight		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: JE Dunn Construction		
4) YEARS OF EXPERIENCE: 25 years TOTAL EXPERIENCE 25 years WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS – Civil Engineering, Colorado Sate University, 1965 Iowa State University – Total Quality Management Workshops		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type PE-Missouri COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT - CCA-Bent County Correctional Facility – 101,75 SF new addition and 33,981 SF remodel, included a 512-bed addition - CCA-Crossroads Correctional Facility – 175,486 SF detention facility consisting of two housing units, administration area with classrooms, medical area, vocational area, kitchen and dining area, recreating building and industry building - Jackson County Detention & Courts Facility – 299,771 SF, 560 cell maximum security prison and court rooms - Leavenworth Justice Center – 160,581 SF, four-story new justice center and correctional facility that include 90 cells and 160-bed medium and maximum-security; houses the sheriff's department, city police, municipal and district court, court services and agencies; surface parking for 312 cars - Missouri State Prison at Tipton – 277,000 SF, 850 bed addition including a gym, administration and support building and 8 housing units - Western Missouri Correctional Center – 1,000 cell, 500,000 SF prison		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature:  and title: President Date: December 16, 2002		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (RFP No. SRI		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Cliff Larson, Vice President <input type="checkbox"/>		
TYPICAL DUTY OR ASSIGNMENT: Director of field personnel		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority.		
PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: JE Dunn Construction		
4) YEARS OF EXPERIENCE: <u>22 years</u> TOTAL EXPERIENCE <u>22 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS - Construction Science, Kansas State University, 1980		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT <ul style="list-style-type: none"> - Allen County Hospital - Remodel and expansion of emergency room and surgery rooms as well as surgery support facilities - Johnson County Office Building - Renovation of space in the former Olathe Community Hospital - Kansas City Marriott-Plaza Hotel - 298 room, 18-story, 240,000 SF full service hotel with 70,000 SF garage - Marriott Downtown (formerly Vista International & Allis Plaza) - 495,000 SF, 22-story full service luxury hotel - Olathe Medical Center - 12,000 SF, 26 bed I-CCU/step-down unit in existing third floor shell - Research Belton Hospital - 70,000 SF, 75 bed hospital - Spelman/Saint Luke's Hospital - 67,300 SF, two-story 55 bed hospital - Sprint Generator Building - 2,682 SF building for emergency generators - TWA Computer Facility - 50,000 SF computer space with emergency generators and load cells for uninterruptable reservation service. 		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature: <u></u> and title: President Date: <u>December 16, 2002</u>		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (RFP No. SRI		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Andy Rinner, Senior Estimator <input type="checkbox"/>		
TYPICAL DUTY OR ASSIGNMENT: Estimator		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority.		
PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: JE Dunn Construction		
4) YEARS OF EXPERIENCE: <u>20 years</u> TOTAL EXPERIENCE <u>20 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS – Construction Science, Kansas State University, 1978 Journeyman Carpenter, Apprenticeship Training, Topeka, KS 1982		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT - Jefferson City Correctional Center – 2,000 bed maximum security correctional facility including administration and staff facilities, visiting, medical, educational, recreational, food service, laundry, industries, warehouse, maintenance, power plant, water tower and site work - Kansas City, Missouri United States Federal Courthouse —615,000 SF, 12-story metric federal building with high level finishes including 16 courtrooms, 20 judges chambers, library, and public space, also including US Marshall's areas and holding cells, various agency tenants, and below ground 100 car parking garage - United States Postal Service Processing and Distribution Center – 926,000 SF remodel and renovation of existing three-story structure, total replacement of electrical and mechanical systems, 100,000 SF office space with kitchen/cafeteria - Whiteman Air Force Base B-2 Support Facility – 90,400 Sf three building complex with a hangar and facilities for the B-2 Stealth Bomber		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature: <u></u> and title: President Date: <u>December 16, 2002</u>		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (RFP No. SRI		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Clyde Rowe, Quality Assurance/Quality Control Manager TYPICAL DUTY OR ASSIGNMENT: Assurance and Quality Control		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: JE Dunn Construction		
4) YEARS OF EXPERIENCE: <u>23 years</u> TOTAL EXPERIENCE <u>5 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Bachelor of Architecture, Southern University, 1975		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT - Sprint World Headquarters Campus - 3,800,000 SF new corporate office complex consisting of 21 buildings, central plant, central service building, child care facility, and 14 parking garages.		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature: <u></u> and title: President Date: <u>December 16, 2002</u>		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
	PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): Custom Energy, L.L.C.		
Submittal For (Project Title): Services for Energy Performance Contracting (RFP No. SRI		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Joe Vyhanek, Mechanical/Electrical Coordinator TYPICAL DUTY OR ASSIGNMENT: Responsible for major equipment purchases such as air handling units, electrical switchgear and HVAC accessories.		
2) ASSIGNMENT FOR THIS PROJECT: The percentage of work is determined by project activity. We will give the Commonwealth of Virginia's project the highest priority. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: JE Dunn Construction		
4) YEARS OF EXPERIENCE: <u>20 years</u> TOTAL EXPERIENCE <u>3 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BS – Mechanical Engineering, University of Kansas, 1980 MS – Engineering Management, 1991		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type PE – Kansas, Missouri COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT - Allied Insurance Corporate Headquarters – 520,000 SF corporate office building including a 1,000,000 SF parking structure - Sprint World Headquarters Campus – 3,800,000 SF new corporate office complex consisting of 21 buildings and 14 parking structures		
The foregoing is a statement of fact. Typed name Dayton Hahs Signature: <u></u> and title: President Date: <u>December 16, 2002</u>		